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SYSTEMS OF RENTING TRUCK FARMS IN SOUTHWESTERN NEW JERSEY.

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The facts on which this discussion is based were collected in the summer of 1914 in a truck-farming area in southwestern New Jersey. The purpose of the study was to make a comparative analysis of the methods of renting in vogue in such an area, to find the sources and amounts of the expenses and income, how they were divided between landlord and tenant, and what kind and how much capital was furnished by each party to the contract. Tenants to the number of 246 were visited on their farms and inquiries made of them concerning methods of renting, capital employed, crops grown, and the receipts and expenses for the crop year 1913. The records secured are representative of the section, and include a number of farms under each system of renting for each of two types of truck farming, early and late. On many of these farms dairying is combined with trucking.

RESULTS.

It was found that the method of renting in most common use is the half-share system, under which the tenant furnishes labor, teams, stock, and tools, and gives as rent half the grain and half of the returns from truck and other crops sold, but none of the receipts from live stock. In the case of the larger and more desirable truck and dairy farms the landlord gets half of the returns from the dairy, in addition to half of the returns from all sales of crops. A few farms are rented for cash and occasionally one for a share other than half.

Following is a brief summary of the more significant averages brought out by this study:

Averages for 186 farms let for half share of crops:
Labor income of tenant,[1] $323.
Landlord's interest on investment, 6.8 per cent (equivalent to a cash rent of $7.11 per acre).
Averages for 12 farms let for half share of crops and of returns from dairy:
Labor income of tenant, $715.
Landlord's interest on investment, 7.7 per cent (equivalent to a cash rent of $8.95 per acre).
Averages for 35 farms let for cash rent:
Labor income of tenant, $206.
Landlord's interest on investment, 3.7 per cent (equivalent to a cash rent of $4.32 per acre).

It was found that the labor income of the tenant and the per cent received by the landlord on his investment are subject to greater variations on farms raising early truck than on farms raising late truck.

A majority of the farmers visited considered the returns of the year of the survey (1913) as somewhat below normal.

LOCATION AND DESCRIPTION OF THE AREA.

The farms from which records were secured are in Gloucester, Salem, and Cumberland Counties, within the area between the Delaware River on the west and north and a line on the east drawn north and south from Woodbury to Bridgeton. The soil[2] of the northern portion of this area is chiefly of a type known as Sassafras sand, a rather loose sandy soil well adapted to the early-maturing truck crops that are grown on it. In the southern portion of the area the principal soil is Sassafras silt loam, a well-drained, friable loam. The farms in this southern section are of a general type, combining the production of market milk and the crops necessary to feed the stock with wheat and such crops as tomatoes for the cannery and early white potatoes. Marsh meadows, some of which have been reclaimed from the tides, form a part of many farms. These meadows afford pasturage, as well as large quantities of marsh-grass hay for forage and bedding purposes.

The West Jersey & Seashore Railroad serves the area with three branches which radiate from Woodbury, a city of 4,600, located in the northeastern corner of the area and 9.6 miles south of Philadelphia. There are frequent stops and sidings on these branches, and most of

[1] Labor income—that which the farmer has left as wages for his year's work after a fair rate of interest on the money he has invested in his farm enterprise has been deducted from his net returns.

[2] J. A. Bonsteel and F. W. Taylor, Soil Survey of the Salem Area, New Jersey, Field Operations of the Bureau of Soils for 1901, U. S. Department of Agriculture. J. A. Bonsteel, Soils of the Sassafras Series, U. S. Department of Agriculture Bulletin 159.

the truck and milk produced finds its outlet over these lines, although a few farmers near Philadelphia haul a part or all of their truck to that market by wagon, and some truck is transported by water. The Delaware River and its small tidal tributaries are used by scows and barges to transport stable manure from Philadelphia and other cities along the Delaware River to wharves in the early-trucking section and also to carry to the canneries in Baltimore that part of the tomato crop which the farmers do not find it profitable to crate. In this way the cost of manure is lessened and the early-truck farms are afforded an outlet for their surplus tomatoes, which might otherwise be lost, as but few farms on the light-soil type are located within short hauling distance of a cannery, while most of them are within easy reach of a landing. New York manure shipped in by rail is more expensive than Philadelphia manure, but it is used in large quantities by farmers located on the light soil and at a considerable distance from a wharf. The range in price paid for stable manure was from $1.45 to $2.45 a ton, the cost depending upon the kind, quantity, and time and conditions of purchase.

The dairy products are marketed in Philadelphia and also in Atlantic City and other seaside resorts, the milk from many farms which ship to Philadelphia in the winter being diverted to the seaside markets in the summer months.

RELATION OF PROFITS IN 1913 TO A NORMAL YEAR.

The profits of the crop year 1913 were less than normal, as indicated by estimates made by 167 tenants which are given in Table I.

TABLE I.—*Relation of profits in 1913 to a normal year.*

	Total number.	Per cent who considered profits in 1913 as being—		
		Above normal.	Normal.	Below normal.
All farms reporting	167	9	45	46
Early-truck farms	86	16	29	55
Late-truck farms	81	1	62	37

Among the reasons given for the incomes running below normal were late frosts, which destroyed many of the first settings of tomato plants, drought, small yields, and low prices.

CLASSIFICATION OF FARMS.

The 246 farm records have been divided into two groups, designated the "early" and the "late" truck farms. This division is made because of the differences in the type of farming on the Sassafras sand as compared with the Sassafras silt loam. The early-truck

farms include 112 farms from which the sales of late tomatoes and white potatoes were exceeded by the sales of other truck crops. The late-truck farms include the 134 farms from which the sales of late tomatoes and white potatoes exceeded the sales of other truck crops. This method of separation places almost all the farms on the light soils among those classed as early-truck farms and almost all those on the heavier soils among the late-truck farms.

The most common method of letting land to tenants was found to be for half of the crops. Of 246 farms, 186 were let for half of the crops, 12 for half of the crops and half of the milk, 13 for a share other than half, and 35 for a cash rental. In Table II the farms are classified according to the type of farming and the method of renting.

TABLE II.—*Classification of farms according to type of farming and method of renting.*

Method of renting.	Number of farms.	
	Early-truck.	Late-truck.
Half share of crops	90	96
Half share of crops and of milk		12
Share other than half	9	4
Cash rental	13	22
All farms	112	134

ACREAGES AND VALUES OF CROPS.

Among both cash and share rented farms the average farm is larger and the average acreage in such general crops as corn, wheat, and hay is larger on the late-truck farms than on the early-truck farms. These crops are grown more generally on late-truck farms than on farms of the other type. Tomatoes are grown almost universally on farms of both types, although marketed differently on each. White potatoes are grown on half of the early-truck farms and in larger acreages on almost all the late-truck farms. Sweet potatoes are raised on but few farms of the latter type, but almost universally on the early-truck farms. On farms growing early truck, the more important truck crops, in addition to tomatoes, sweet potatoes, and white potatoes, are peppers, watermelons, cantaloupes, asparagus, eggplants, and strawberries. In Table III is shown the distribution and value of the more important crops, classified by type of tenure and type of farming.

TABLE III.—*Distribution and value of crops, classified by type of tenure and type of farming.*

Kind of truck grown.	Method of renting.					
	Half of crops.		Half of crops and of milk.	Share other than half.	Cash rent.	
	Early truck.	Late truck.	Late truck.[1]	Early and late truck.	Early truck.	Late truck.
Number of farms	90	96	12	13	22	13
Average acres per farm	97	112	156	91	72	87
Average acres in crops	60	76	99	61	40	53
Per cent of crop acreage in truck crops	51.7	28.3	23.1	43.1	52.4	28.4
Average acres in—						
Field corn	11	21	31	14	10	15
Wheat	1	7	12	2	1	6
Tame hay	10	16	30	14	5	14
Marsh hay	7	9	3	5	3	4
Tomatoes	12	6	4	8	7	3
White potatoes	4	15	18	7	2	12
Sweet potatoes	12	.....	.....	9	7	.....
All other truck	4	.....	1	2	5	.....
Pasture	8	15	32	5	7	18
Number of farms growing nontruck crops	87	96	12	12	19	13
Farms growing corn	82	96	12	12	18	13
Farms growing wheat	7	53	9	3	1	7
Farms growing tame hay	77	95	12	12	11	13
Farms growing marsh hay	45	41	2	4	7	3
Number of farms growing truck crops	90	96	11	13	22	13
Farms growing tomatoes	89	80	7	11	22	10
Farms growing white potatoes	45	92	11	9	10	10
Farms growing sweet potatoes	83	2	1	9	19	.....
Value of all crops per farm	$3,646	$2,991	$4,145	$3,208	$2,168	$1,978
Value of nontruck crops per farm	635	1,419	2,392	828	403	971
Value of nontruck crops per acre	22	26	31	24	21	26
Value of truck crops per acre	96	73	75	90	84	66

[1] One farm had no truck crops in 1913, but is included here for the reason that it usually grows such crops and is organized on that basis.

The value of truck crops per acre is greater on the early-truck farms than on the late-truck farms, but the value of nontruck crops per acre is greater on the late-truck farms. Of the two groups of farms let for a half share of the crops, on the early-truck farms the value of the nontruck crops is 17 per cent of the value of all crops and 47 per cent on the late-truck farms. The small production of nontruck crops on the early-truck farms tends to limit the animals that may profitably be kept in addition to the work stock. Manure is even more essential to profitable farming on the early-truck farms than on the late-truck farms, so that, while the latter with an average of 12.1 cows per farm depend largely on manure produced on the farm, the former with an average of 3.1 cows depend almost entirely upon purchased stable manure.

EARLY-TRUCK FARMS LET FOR HALF OF THE CROPS.

The customary arrangement on these farms is for the tenant to furnish all the work stock, productive stock, tools, machinery, and

labor, while the landlord furnishes the use of the land and buildings, the commercial fertilizer and manure, and meets a part of some other expenses. The landlord receives a half of the grain produced and a half of the proceeds from sales of truck and other crops, but the tenant has all the receipts from live stock and live-stock products.

The sales of truck crops are divided equally on all farms. Where there was a field of asparagus the landlord in a few cases reserved this crop, furnishing the labor for it and securing all of the income.

Field corn was grown by 82 of the 90 half-crop tenants. Most of these tenants had a half of the corn, several had two-thirds, and 18 had all. On many farms the entire corn crop was insufficient to feed the few animals kept, so that the tenant seldom had any corn to sell. The landlord's share, where a share is reserved as rent, was sometimes sold to the tenant. The straw, corn fodder, and hay are kept on the farm and utilized by the tenant, who is encouraged by the landlord to make as much farm manure as possible. Not infrequently, when the hay or bedding produced on the place is insufficient for the tenant's stock, more is bought for him by the landlord. Where there is surplus hay to sell, as there was on eight farms, the proceeds are divided equally. On six farms the landlord required, as part of the rent, a share of the hay, but in only two cases as much as half. Of nontruck crops, including corn, corn fodder, wheat, straw, hay, and marsh hay, an average of $635 worth was produced on each farm, of which only $148 worth was sold, the landlord selling $131 worth.

On the 90 farms growing early truck crops the use of large quantities of manure is imperative, because of the light, sandy nature of the soil, which responds quickly to the application of manure, but quite as quickly loses its fertility. As but little live stock is kept on these farms, most of the manure used must be purchased. Commercial fertilizer was purchased on all these farms, and stable manure on all but three. The landlord in every case paid all the cost of the stable manure, which averaged $385 per farm on the 87 farms purchasing manure. The landlord paid the cost of all commercial fertilizer on 75 farms and a half or more on the other 15 farms.

It is often not practicable for the tenant to grow sufficient feed on the farm to provide for the needs of the stock kept, because of the necessity of devoting much of the small acreage to truck crops and because of the light nature of the soil and the resultant low yields of field crops. Grain bought is paid for by the tenant, since he has all of the income from stock. Hay or marsh grass for feeding, bedding, or litter purposes was purchased for their tenants by 41 landlords at an average cost of $75.

In Table IV is shown the variation as to practice in the sharing of the principal expenses. It will be seen that the landlord very frequently pays more than half of the cost of purchased fertility.

TABLE IV.—*Variation in practice as to sharing of expenses on 90 New Jersey early-truck farms rented for half of the crops.*

Items of expense.	Number of farms.				
	Having no such expense.	Method of sharing expense.			
		Landlord all.	Half and half.	Tenant all.	Other methods.
Feed and roughage	2	.....	.....	47	Landlord furnished a part or all of the roughage on 41 farms.
Seed potatoes (white)	46	.....	42	2	
Grass and clover seed	30	12	47	1	
Fertilizer	.....	[1] 75	[1] 7	.....	Landlord furnishes all except half of white potato fertilizer on 6 farms. Tenant furnishes a little less than half on 2 farms.
Manure	3	87	.....	.....	
Crates and hampers	10	.....	78	.....	Tenant more than half on 1 farm and less than half on 1 farm.
Baskets (gathering)	.....	2	44	44	
Spray material	28	3	43	14	Tenant furnishes more than half on 2 farms.
Tool and stock maintenance	.....	.....	.....	90	
Labor	.....	.....	.....	57	Landlord pays a part of the cost of picking on 33 farms.
Real-estate taxes	.....	81	9	.....	
Building maintenance	.....	90	.....	.....	A few minor exceptions.

[1] On 1 farm the tenant furnished the potato fertilizer and the seed white potatoes and had the entire crop.

The expense for purchased seed was not large, except for the white potato crop. A few tenants grew a part of their seed white potatoes, but this is not a general practice. Tomato and melon seed, seed sweet potatoes, and seed wheat and corn are customarily saved by the tenant from the crops of the previous year. Where seed is bought it is usual for the landlord to pay half of the cost, but on some farms the cost of grass seed is paid entirely by the landlord.

The tenant is expected to raise the necessary tomato, sweet potato, pepper, melon, and other plants, and for the purpose of starting these the farms are equipped with flue-heated hotbeds. The wood used for fuel in these hotbeds is usually cut on the farm by the tenant, although in some instances fuel must be bought, in which case the tenant frequently pays half. Sash are used to cover such of these beds as are used in starting tomatoes, while straw, marsh grass, and cloth are commonly used to cover beds in which sweet potatoes are started. The sash may or may not be owned in common by landlord and tenant, but the landlord usually owns more than half. The tenant ordinarily makes the minor repairs on the sash owned by the landlord, but he is not expected to furnish the materials with which to make such repairs.

The tenant furnishes all labor for ordinary farm work, but the landlord frequently pays half of the cost of picking tomatoes for the cannery, especially when the price received per basket has dropped to 10 or 12 cents or less, but there would seem to be no definitely established practice in this respect. Tomatoes are sold in crates as

long as a fair price can be obtained, and the remainder of the crop is sold for canning purposes. The price obtained for tomatoes sold to the canneries sometimes drops so low that when the tenant hires his picking done it becomes unprofitable for him to handle the crop for half, unless the landlord pays a part of the cost of picking. The price usually paid for picking cannery tomatoes is 1½ to 2 cents a basket. More is paid for the picking of early tomatoes for city markets, but this expense is paid entirely by the tenant.

The landlord pays a half of the cost of packages in which crops are sold. The tenant frequently furnishes all of the baskets in which crops are gathered and in which the tomatoes are carried to the canneries.

The tenant meets the cost of tool and stock maintenance. On 81 of the 90 early-truck farms the landlord paid all of the real-estate tax, and on the other farms the tenant paid half.

In Table V are summarized the average receipts and expenses of the 90 early-truck farms.

TABLE V.—*Landlord's and tenant's average receipts and expenses on 90 New Jersey early-truck farms rented for half of the crops.*

	Landlord.	Tenant.
Sources of receipts:		
Nontruck crops sold	$131	$17
Tomatoes	727	727
Sweet potatoes	536	536
White potatoes	63	64
Other sales of truck	184	171
Dairy products (3.3 cows)	.....	126
Poultry and eggs	.....	168
Other income from stock	.....	64
Other receipts	.....	7
Total receipts	1,641	1,880
Items of expense:		
Feed	34	238
Seed	35	33
Commercial fertilizer	350	23
Stable manure	372	.....
Packages	109	117
Spray material	7	8
Tool maintenance, estimated at 18 per cent on value	.....	121
Sash maintenance, estimated at 10 per cent on value	21	8
Hired labor, board included	17	704
Family labor	1	162
Real-estate tax	71	4
Maintenance of buildings, estimated at 4 per cent on value	80	.....
Other expenses	2	59
Total expenses	1,099	1,477
Interest on landlord's capital	542	.....
Labor income of tenant and interest on his capital	.....	403
Interest at 6 per cent on working capital [1] (landlord $535, tenant $2,398)	32	144
Labor income of tenant [2]	.....	259
Interest on real estate (7.4 per cent on $6,909) [3]	510	.....
Equivalent cash rent per acre, $6.88.[4]		

[1] *Working capital.*—The capital used to operate the farm, and consisting of work stock, productive stock, tools and machinery, sash, feed and supplies, and cash necessary to meet current farm expenses.

[2] *Labor income of the tenant.*—What he gets for his year's work in addition to the use of a house and farm food and fuel products. It is obtained by deducting from his receipts all his farm expenses, including the cost of hired labor, the value of family labor employed on farm work, whether paid or unpaid, and interest and maintenance charges on his working capital.

[3] *Interest on real estate.*—What the landlord gets for the year's use of the farm (land and buildings). It is obtained by deducting from his receipts all farm expenses met by him, including maintenance charges on his working capital and farm buildings and interest on his working capital.

[4] *Equivalent cash rent.*—Consists of interest on the real-estate investment, building maintenance, and all real-estate taxes, whether paid by owner or tenant.

Among any group of farms, taken without reference to merit, will be found a few that are much more successful than the average. The summary of a year's business on such a farm rented for half the crops on which early-truck crops are grown is given in Table VI.

TABLE VI.—*Summary of a year's business on a successful early-truck farm let for half of the crops.*

Acres in farm, 120; value of farm, $10,000; buildings alone, $3,000.
Working capital furnished by tenant, $3,225, consisting of stock (4 horses, 3 cows, 7 hogs, 40 hens), $1,125; machinery and tools, $1,200; feed and supplies, $300; cash, $600.
Working capital furnished by landlord, $1,260, consisting of 280 sash, fertilizer, manure, packages, etc.
Acres in pasture, 8.
Acres in nontruck crops, 25 (corn 15, hay 10); value of nontruck crops produced, $1,170; value of nontruck crops per acre, $47.
Acres in truck crops, 48; sales, $8,900; sales per acre in truck crops, $185.

	Landlord.	Tenant.
Sources of receipts:		
Nontruck crops sold (landlord's half corn)	$360	.....
Early tomatoes (10 acres)	1,500	$1,500
Second early tomatoes (11 acres)	750	750
Sweet potatoes (7 acres)	500	500
Peppers (2 acres)	400	400
Eggplants (2 acres)	350	350
Cantaloupes (4 acres)	150	150
Citrons (4 acres)	225	225
Cucumbers (2 acres)	75	75
Asparagus (6 acres)	500	500
Income from stock (eggs and butter)	.....	28
Income from crops and stock	4,810	4,478
Items of expense:		
Feed	.....	120
Fuel for hotbeds, coal	.....	20
Seed	16	16
Commercial fertilizers, 30 tons	900	.....
Stable manure, 300 tons	900	.....
Crates and hampers	120	120
Baskets	.....	50
Spray material	30	30
Tool maintenance, estimated at 18 per cent on value	.....	216
Sash maintenance, estimated at 10 per cent on value	56	.....
Shoeing	.....	20
Taxes and insurance on working capital	.....	23
Special picking labor	70	70
Hired labor, board included	.....	1,630
Family labor	.....	.....
Real-estate tax	150	.....
Maintenance of buildings, estimated at 4 per cent on value	120	.....
Total expense	2,362	2,315
Interest on landlord's capital	2,448	.....
Labor income of tenant and interest on his capital	.....	2,163
Six per cent interest on working capital	76	194
Interest on real estate, 23.7 per cent	2,372	.....
Labor income of tenant	.....	1,969

Compared with the average of 90 early-truck farms let for half of the crops, this farm had 17 more acres in truck crops, and its total sales of truck were almost three times as much as the average, exceeding the sales of the average farm by $5,893. The sales of truck crops per acre in truck amounted to $185, as compared with $96 on the average farm. The value of nontruck crops per acre in such crops was more than twice as much as on the average farm. A larger variety of truck crops was grown on this farm than on the average farm. The income from stock was very small.

The expense of the landlord for commercial fertilizer and stable manure ($1,800) for this farm was more than twice as great as on the average farm ($745), and the labor employed other than that of the tenant ($1,630) was about twice as much as on the average farm ($884). This tenant had no family labor to assist him and had to hire all the work he did not do himself. The interest on real estate (23.7 per cent) was high, and the labor income of the tenant ($1,969), while exceeded by that of a few tenants, was more than nine times as great as that received by the average tenant of the group. The landlord lived close to the farm, and both he and the tenant were capable, energetic men.

LATE-TRUCK FARMS LET FOR HALF OF THE CROPS.

On the late-truck farms, as on the early-truck farms let for half of the crops, the tenant furnishes all of the work stock, productive stock, tools, machinery, and labor, the landlord getting half of the sales of truck crops and half of the other crops, but none of the receipts from live stock and live-stock products.

The sales of truck crops are divided equally on all farms. Of the 53 farms growing wheat the landlord received half of the crop on all except one, on which farm he had the entire crop, as he had seeded the wheat before the tenant came on the farm. Field corn was grown on all of the 96 farms of this group, the landlord receiving half of the crop on all of the farms except one, on which the tenant had the entire crop. It is the practice for the tenant to feed all or most of the hay on the farm. From 16 farms the tenant was required to haul a part of the hay crop, in most cases only a few tons, for the landlord's own use. Only two landlords required as a part of the rent as much as one-half of all the hay produced on the farm. Of the 29 farms from which hay was sold the landlord received half of the sales on 28, and on the other farm the tenant had all of the income from hay sold that year, inasmuch as he had brought a quantity of hay to the farm when his tenancy began. Most of the feedable crops produced are used on the farm, but not so large a proportion as on the early-truck farms let for a half of the crops. Of an average total production of nontruck crops, valued at $1,419, there was sold $513 worth, of which $417 worth was sold by the landlord.

On these farms the systems of farming and the soil are such that the production of nontruck crops is much larger than on the farms growing early truck. The question of purchased fertility is also of less importance, so that the landlord is not interested enough to pay for hay or marsh grass which the tenant may find it necessary to purchase. On seven farms the landlord contributed for the purchase of roughage, consisting mostly of marsh grass, an average amount of $19. All other expense for roughage as well as for concentrated feeds on these farms was paid by the tenant.

In Table VII is shown the variation as to practice in the sharing of some of the more important expenses.

TABLE VII.—*Variation in practice as to sharing of expenses on 96 New Jersey late-truck farms rented for half the crops.*

Items of expense.	Number of farms.				
	Having no such expense.	Method of sharing expense.			
		Landlord all.	Half and half.	Tenant all.	Other methods.
Feed and roughage	1			88	Landlord furnishes all roughage on 7 farms.
Seed potatoes (white)	5		91		
Grass and clover seed	9		86	1	
Seed wheat	43	1	51		Tenant 40 per cent, 1 farm.
Fertilizer		1	76		Tenant 33 per cent on 8 farms. Tenant 33 per cent in the row and 50 per cent of other on 1 farm. Tenant 50 per cent in the row only on 9 farms. Tenant 16 per cent, 1 farm.
Manure	75	21			
Packages	6	1	42	46	Tenant 60 per cent, 1 farm.
Spray material	8	1	63	24	
Tool and stock maintenance				96	
Labor				94	Landlord pays a part of the cost of picking, 2 farms.
Real-estate tax		20	69	1	Tenant less than half on 6 farms.
Building maintenance		96			A few minor exceptions.

Purchased stable manure was used on 21 farms at an average cost of $135, all of which was paid by the landlord. Commercial fertilizer was bought on all 96 farms, but some variation was observed in the sharing of its cost. On 76 farms each paid half of the cost of all commercial fertilizer and on the other farms the landlord paid more than half of the cost but on only one farm did he pay the entire cost. On this farm a number of special truck crops were grown.

The landlord, as a rule, paid half the cost of seed, which was chiefly seed white potatoes, for, as on the early-truck farms, it is not the general practice to grow seed potatoes. Tomato and grain seeds are saved each year. The truck crops grown are not such as require starting in hotbeds.

The tenant pays all cost of picking tomatoes for the cannery, which is usually done by the regular help of the farm with but little of the outside piecework that is employed on farms growing early truck. Half of the tenants furnished all of the baskets used for picking and gathering crops, while on almost all of the other farms the landlord paid half of the cost of these baskets. It is unusual for truck crops to be sold in packages from these farms.

Of the 96 tenants, one paid all, 69 paid half, 6 paid less than half, and the other 20 paid none of the real-estate tax.

In Table VIII are given the average amounts of the different items of receipts and expenses on the 96 farms in question.

TABLE VIII.—*Landlord's and tenant's average receipts and expenses on 96 late-truck farms leased for half of the crops.*

	Landlord.	Tenant.
Sources of receipts:		
Nontruck crops sold	$417	$96
Tomatoes	199	199
White potatoes	575	575
Other truck crops	11	11
Poultry and eggs	.....	260
Dairy products (10.9 cows)	.....	925
Other income from stock	.....	77
All other receipts	2	6
Total	1,204	2,149
Items of expense:		
Feed	1	393
Seed	113	115
Commercial fertilizer	247	200
Stable manure	30	.....
Packages	4	11
Spray material	7	10
Tool maintenance (estimated at 18 per cent on value)	.....	130
Hired labor, board included	1	473
Value of family labor	.....	122
Real-estate tax	59	40
Maintenance of buildings (estimated at 4 per cent on value)	99	.....
Other expenses	9	79
Total	570	1,573
Interest on landlord's capital	634	.....
Labor income of tenant and interest on his capital	.....	576
Interest on working capital 6 per cent (landlord $216, tenant $3,256)	13	195
Labor income of tenant	.....	381
Interest on real estate, 6.5 per cent on $9,568	621	.....
Equivalent cash rent per acre, $7.29.		

In Table IX is summarized the year's business on a late-truck farm let for half of the crops. This farm, by comparison with the average of the 96 farms with which it is included in Table VIII, is much more profitable to both landlord and tenant.

TABLE IX.—*Summary of a year's business on a successful late-truck farm let for half of the crops.*

Acres in farm, 115; value of farm, $15,000; buildings alone, $2,500.
Working capital furnished by tenant, $3,700, consisting of stock (6 work horses, 11 cows, 1 bull, hogs, and poultry) $2,300, machinery and tools $650, feed and supplies $700, cash $50.
Working capital furnished by landloard (feed and supplies), $350.
Acres in pasture, 12.
Acres in nontruck crops, 56 (corn 24, tame hay 12, meadow hay 20).
Value of nontruck crops produced, $1,940; value of nontruck crops per acre, $35.
Acres in truck crops, 43; sales, $3,850; sales per acre in truck, $90.

	Landlord.	Tenant.
Sources of receipts:		
Corn (landlord's half of crop)	$550	.....
Cornstalks	15	$15
Hay	50	50
Tomatoes for canning (9 acres)	375	375
White potatoes (34 acres)	1,550	1,550
Income from stock (calves, $50; poultry and eggs, $300; milk, $1,650)	.....	2,000
Income from crops and stock	2,540	3,990
Items of expense:		
Feed	.....	400
Seed potatoes	200	200
Other seed	16	16
Commercial fertilizer	500	500
Stable manure	20	.....
Baskets	.....	5
Spray material	37	37

TABLE IX.—*Summary of a year's business on a successful late-truck farm let for half of the crops*—Continued.

	Landlord.	Tenant.
Items of expense—Continued.		
Tool maintenance, estimated at 18 per cent on value	.....	117
Shoeing and veterinary	.....	25
Taxes and insurance on working capital	.....	24
Regular labor, board included	.....	700
Family labor	.....	200
Real-estate tax	62	62
Maintenance of buildings, estimated at 4 per cent on value	100	.....
Total expense	935	2,286
Interest on landlord's capital	1,605	.....
Labor income of tenant and interest on his capital	.....	1,704
Six per cent interest on working capital	21	222
Interest on real estate, 10.6 per cent	1,584	.....
Labor income of tenant	.....	1,482

This farm had 43 acres in truck crops as compared with 22 on the average of 96 late-truck farms let for half of the crops; the acreage of nontruck crops was practically the same as the average, but the value of nontruck crops per acre was greater; the value of truck crops per acre was $90 as compared with $73 on the average farm. The income from stock was $2,000, as compared with $1,262 on the average farm, although the number of cows kept was the same. This farm was more successful than the average, largely because of the greater acreage in truck crops, the greater sales of truck crops per acre in truck, and the greater income from stock.

The cost of feed on this farm was about the same as on the average farm, but the cost of fertilizer was more than twice as much, and because of the larger acreage of white potatoes the cost of seed was greater than on the average farm by $204. Labor other than the tenant's exceeded by $304 that used on the average of these 96 farms. On the value of the real estate, 10.6 per cent was realized. The labor income of the tenant was $1,482, which was exceeded by that of only two other tenants in the group of 96 farms.

FARMS LET FOR HALF OF THE CROPS AND HALF OF THE MILK.

The 12 farms from which the landlord received as rent half of the sales of all crops and half of the income from the dairy are located, in the main, on the heavier soil type, and dairying is an important enterprise. These farms are, on the average, larger and more desirable than the farms growing late truck, which give only half of the crops as rent. The average sales of dairy products on these 12 farms amounted to $2,700, in comparison with $925 from the 96 late-truck farms let for half of the crops.

On the farms of this group the tenant furnished the work stock, tools, machinery, labor, and all the productive stock except the dairy herd, in which he had a half interest. In a few instances the

landlord owned a part of the work stock and machinery in addition to half of the dairy herd.

Sales of truck crops were divided equally on all farms growing truck in 1913. The landlord's income from nontruck crops sold was larger than that of the tenant, because the tenant did not in all cases feed the work stock or the hogs and poultry from the undivided crops. The tenant had, however, a larger income from stock and stock products than the landlord, because the receipts from hogs and poultry were not divided. The receipts from milk sold and the increase in the value of the dairy herd were divided equally.

Such little stable manure as was purchased on these farms was paid for by the landlord. The tenant usually paid half of the cost of commercial fertilizer; but the fertilizer used on truck crops other than white potatoes was usually furnished by the landlord.

Half the cost of feed and seed purchased on these farms was paid by the landlord, and on several farms the landlord paid all the cost of grass and alfalfa seed. Early white potatoes are an important truck crop on these farms, so that the cost of seed is considerable.

The tenant as a rule furnished all labor, including that for the picking of tomatoes. One landlord furnished a man to work in the dairy and also a part of the dairy equipment.

In Table X are given the averages of the different items of receipts and expenses on these 12 farms.

TABLE X.—*Landlord's and tenant's average receipts and expenses on 12 New Jersey farms rented for half the sales of crops and half the dairy receipts.*

	Landlord.	Tenant.
Sources of receipts:		
Nontruck crops sold	$361	$259
Tomatoes	135	135
White potatoes	715	715
Sales of other truck crops	15	15
Poultry and eggs	.....	246
Dairy products (25.8 cows)	1,350	1,350
Other income from stock	67	169
All other receipts	.....	18
Total	2,643	2,907
Items of expense:		
Feed	466	460
Seed	189	122
Commercial fertilizer	361	255
Stable manure	29	6
Packages	5	11
Spray material	10	7
Tool maintenance, estimated at 18 per cent on value	18	142
Hired labor, board included	21	736
Value of family labor	2	82
Real-estate tax	123	22
Maintenance of buildings, estimated at 4 per cent on value	168	.....
Other expense	53	109
Total	1,445	1,952
Interest on landlord's capital	1,198	.....
Labor income of tenant and interest on his capital	.....	955
Interest on working capital at 6 per cent (landlord, $1,924; tenant, $4,008)	115	240
Labor income of tenant	.....	715
Interest on real estate (7.7 per cent on $14,125)	1,083	.....

Equivalent cash rent per acre, $8.95.

In Table XI is summarized the year's business of a farm let for half of the crops and half of the dairy receipts. This farm is considerably more profitable to both landlord and tenant than the average of the 12 farms with which it is grouped in Table X.

TABLE XI.—*Summary of a year's business on a successful farm on which the milk, as well as the crop receipts, were divided.*

Acres in farm, 135; value of farm, $13,000; buildings alone, $5,000.
Working capital furnished by tenant, $5,545, consisting of stock (7 work horses, 15 cows, 5 young cattle, 8 hogs, poultry), $3,245; machinery and tools, $1,200; feed and supplies, $900; cash, $200.
Working capital furnished by landlord, $2,470, consisting of stock (15 cows, 5 young cattle), $1,570; feed and supplies, $900.
Acres in pasture, 9.
Acres in nontruck crops, 85 (field corn 25, silage corn 15, upland hay 25, marsh hay 20); value of nontruck crops produced, $3,052; value of nontruck crops per acre, $36.
Acres in truck crops, 30; sales, $3,354; sales per acre in truck, $112.

	Landlord.	Tenant.
Sources of receipts:		
Corn sold	$175	$175
Upland hay sold	219	219
White potatoes (30 acres)	1,677	1,677
Income from stock	2,376	3,061
Milk, $4,400; calves, $72 (shared equally); hogs, $35; poultry and eggs, $550 (tenant has all); increased value of stock, landlord, $140; tenant, $240.		
Income from stock and crops	4,447	5,132
Items of expense:		
Feed	700	700
Seed potatoes	200	200
Grass seed	50	.....
Potato fertilizer	360	360
Corn fertilizer (broadcasted)	180	.....
Baskets	8	8
Bordeaux mixture	40	.....
Other spray material	8	8
Tool maintenance, estimated at 18 per cent on value	.....	216
Shoeing	.....	30
Veterinary	6	6
Taxes and insurance on working capital	11	28
Hired labor, board included	.....	950
Family labor (none)	.....	.....
Real-estate tax	150	.....
Maintenance of buildings, estimated at 4 per cent on value	200	.....
Total expense	1,913	2,506
Interest on landlord's capital	2,534	.....
Labor income of tenant and interest on his capital	.....	2,626
Six per cent interest on working capital	148	333
Interest on real estate, 18.3 per cent	2,386	.....
Labor income of tenant	.....	2,293

This farm had 30 acres of truck crops and 85 acres of nontruck crops, which acreages exceed by 7 and 19 acres, respectively, those of the averages for the 12 farms with which it is grouped in Table X. The value of nontruck crops per acre was slightly greater on this farm than the average of the group, and the sales of truck crops were $112 per acre as compared with $75. The income from stock ($5,437) exceeded by $2,255 that of the average of the group, and was more than four times as great as that for the average of 96 late-truck farms let for half of the crops. This farm was heavily equipped with buildings, which included three silos. The expenses for feed, seed, fertilizer, and labor were greater than for the average of the 12

farms, but the interest on the value of real estate (18.3 per cent) and the labor income of the tanant ($2,386) exceeded that of any other of these farms.

FARMS LET FOR A SHARE OTHER THAN A HALF.

On 13 farms, 4 of which are of the late-truck and 9 of the early-truck type, the rent was a share other than a half. Many of the men owning these farms lived on or near them. They did not find it desirable to farm the land personally and, finding it possible to obtain labor for a share of the product in lieu of wages, adopted this method of operating their farms. Their tenants usually occupied a position intermediate between that of a hired laborer and that of a tenant operating independently of the landlord's working capital. Without sufficient capital of their own to operate a farm, these tenants were unable to secure the same terms that tenants with sufficient capital could get. Some of the landlords letting to such tenants had to purchase the stock and tools necessary to supplement that which the tenant was able to furnish, and others who had farmed the land themselves or let their farms under similar conditions previously, already had the necessary working capital.

Eight of these 13 farms were leased under a two-thirds system, by which the tenant furnishes the labor for one-third of the crops. The landlord furnished the work stock, tools, and machinery, commercial fertilizer and stable manure, feed for the work stock, and met the cost of tool maintenance and most of the other general expenses. The landlord personally assisted on some of the farms and, in one case, paid for all the hired picking labor. On several farms the tenant had to meet a third of the cost of packages, but he was at little other expense, except that if he furnished any tools or stock he kept such tools in repair, and furnished the feed for his stock. On most farms of this group the landlord reserved all of the nontruck crops, unless the tenant had some stock, in which case he was allowed the use of the farm roughage and, in some cases, a third of the nontruck crops.

In Table XII are given the averages of the different items of receipts and expenses on the 13 farms let for a share other than a half.

TABLE XII.—*Landlord's and tenant's average receipts and expenses on 13 New Jersey tenant farms rented for a share other than a half.*

	Landlord.	Tenant.
Sources of receipts:		
Nontruck crops sold	$127	$75
Truck crops sold	1,488	893
Income from stock	171	155
Other receipts		1
Total	1,786	1,124
Items of expense:		
Feed	84	34
Seed	111	9
Commercial fertilizer	336	18
Stable manure	169	
Packages	64	13
Spray material	15	1
Tool maintenance, 18 per cent on value ($377 and $133)	68	24
Sash maintenance, 10 per cent on value ($135 and $18)	14	2
Hired labor, board included	84	480
Family labor	31	19
Real-estate tax	75	2
Maintenance of buildings, 4 per cent on value, $1,992	80	
Other expenses	32	19
Total	1,163	621
Interest on landlord's capital	623	
Labor income of tenant and interest on his capital		503
Interest on working capital at 6 per cent (landlord, $1,722; tenant, $766)	103	46
Labor income of tenant		457
Interest on real estate, 6.6 per cent on $7,838	520	

Equivalent cash rent per acre, $7.43.

CASH RENTING.

On farms let for a cash rent the tenant furnishes everything except the land and buildings. The farms are, on the average, smaller and less valuable than farms let for a share. The average rent paid per acre is less than that which landlords receive who let their land for a share of the crops. This is to be expected because these farms are less desirable and because the landlord letting for a cash rent does not take the risk entailed by variation in season and market, nor does he risk losing an investment made in fertilizer and manure as do landlords who let for a share. The equivalent cash rent per acre on 22 cash rented farms raising early truck was $3.65 as compared with an equivalent of $6.88 on 90 early-truck farms let for half of the crops. The equivalent cash rent per acre on 13 cash rented farms raising late truck was $5.25 as compared with an equivalent of $7.29 on 96 late-truck farms let for half of the crops.

The cash rent is usually paid in two installments per year. No set time for the payments is generally recognized, but it is usual to make the first payment as soon as some of the crops can be sold. On some farms the rent is payable all or part in advance. Some tenants paid a certain stated cash rent and the real-estate taxes in addition, and one paid a stated rent and taxes and also maintained the buildings and fences in good condition.

In Table XIII are given the average amounts of the different items of receipts and expenses on the 35 farms leased for a cash rent.

TABLE XIII.—*Landlord's and tenant's average receipts and expenses on 35 cash rented New Jersey truck farms.*

	22 early-truck farms.		13 late-truck farms.	
	Landlord.	Tenant.	Landlord.	Tenant.
Sources of receipts:				
Nontruck crops sold		$40		$172
Tomatoes		758		170
Sweet potatoes		533		
White potatoes		87		836
Other truck sales		371		
Poultry and eggs		111		179
Dairy products		[1] 310		[2] 889
Other income from stock		4		93
Cash rent	$274		$413	
All other receipts	2	46		4
Total	276	2,260	413	2,343
Items of expense:				
Feed		253		316
Seed		50		176
Fertilizer and manure	9	466	3	368
Packages		81		11
Spray material		17		24
Tool maintenance, 18 per cent on value ($473 and $577)		85		104
Sash maintenance, 10 per cent on value ($172)		17		
Hired labor, board included		433		308
Value of family labor		156		162
Real-estate tax	47	5	40	36
Maintenance of buildings, 4 per cent on value	53	2	73	10
Cash rent		274		413
Other expense	9	51		79
Total	118	1,890	116	2,007
Interest on landlord's capital	158		297	
Labor income of tenant and interest on his capital		370		336
Interest on working capital at 6 per cent ($2,263 and $2,990)		136		179
Labor income of tenant		234		157
Interest on real estate	158		297	
Equivalent cash rent per acre	3.65		5.25	

[1] 3 cows. [2] 9.9 cows.

VARIATION IN INCOMES.

The average labor income of 246 tenants was $332. Of six tenants making a labor income of over $2,000, four were tenants growing early truck and giving half of the crops as rent, one was a tenant giving half of the crops and dairy receipts, and one was a cash renter. Of the 246 tenants, 59 per cent made a labor income between $0 and $1,000 and 29 per cent failed to make a labor income. The labor income of tenants on farms on which early truck is grown is subject to greater variation than on farms on which late truck is grown. On the former group of farms, 53 per cent of the tenants made labor incomes between $0 and $1,000, whereas 67 per cent of the tenants in the latter group made labor incomes between the same limits.

TABLE XIV.—*Variation in the size of the labor income of tenants on 246 New Jersey truck farms.*

Labor income of tenant.	Total number.	Number in each tenure group.					
		Half of crops.		Half of crops and of milk.	Share other than half.	Cash rent.	
		Early truck.	Late truck.	Late truck.	Either early or late truck.	Early truck.	Late truck.
Over $1,500	13	6	3	2	.....	1	1
$1,000 to $1,500	15	3	8	2	1	1	.....
$500 to $1,000	56	19	26	2	3	4	2
$0 to $500	90	29	38	4	8	6	5
Minus $500 to $0	56	23	18	2	1	8	4
Less than minus $500	16	10	3	.....	.....	2	1
All farms	246	90	96	12	13	22	13

The income available to the family of the tenant is also of significance for purposes of comparison. If we add to the labor income of the tenant the value of unpaid family labor and 6 per cent on his investment in working capital, both of which are deducted from the receipts of the tenant in obtaining his labor income, we have the amount available to the tenant and his family for living expenses and from which to save, assuming that the tenant does not have any interest to pay on borrowed capital. The average family income of 246 tenants was $633. Table XV shows the variation in the size of the family income.

TABLE XV.—*Variation in the size of the family incomes of the families of 246 tenants on New Jersey truck farms.*

Tenant's family income.	Total number.	Number of farms in each tenure group.					
		Half of crops.		Half of crops and of milk.	Share other than half.	Cash rent.	
		Early truck.	Late truck.	Late truck.	Either early or late truck.	Early truck.	Late truck.
Over $1,500	25	8	9	4	.....	2	2
$1,000 to $1,500	28	10	13	.....	2	2	1
$500 to $1,000	78	28	35	4	3	5	3
$0 to $500	83	27	33	4	7	8	4
Minus	32	17	6	.....	1	5	3
All farms	246	90	96	12	13	22	13

Thirteen per cent of the 246 tenants failed to make any family income. In other words, when allowances are made for all expenses and for the maintenance of the working capital, these tenants, their families, and their capital were employed a year without reward. Sixty-five per cent of the 246 tenants made a family income of between

$0 and $1,000. There were more who made over $1,000 than there were who failed to make any family income.

The owners of the 246 farms realized on the investment in real estate an average of 6.6 per cent. Sixteen landlords made over 15 per cent on their investment in real estate, and of these 13 were owners of early-truck farms let for half of the crops, one of a farm let for a half of the crops and of milk receipts, and two of farms let for a share other than a half.

In Table XVI is shown the variation in the interest realized on the value of real estate by the owners of 246 New Jersey tenant truck farms.

TABLE XVI.—*Variation in interest on value of real estate realized by landlords of 246 New Jersey tenant truck farms.*

Landlord's interest on investment in real estate.	Total number.	Number in each tenure group.					
		Half of crops.		Half of crops and of milk.	Share other than half.	Cash rent.	
		Early truck.	Late truck.	Late truck.	Either early or late truck.	Early truck.	Late truck.
Over 15 per cent	16	13	.....	1	2	.....	.....
10 per cent to 15 per cent	31	18	11	1	1	.....	.....
5 per cent to 10 per cent	102	21	56	8	6	6	5
0 per cent to 5 per cent	76	25	26	2	2	14	7
Less than 0 per cent	21	13	3	.....	2	2	1
All farms	246	90	96	12	13	22	13

The greatest range of interest realized on investment in real estate is shown in the group of farms growing early truck and let for half of the crops. The great variation in this group is partly explained by the large expense for fertilizer and manure, amounting on the average to $722, which expense is not always compensated by a corresponding income from the crops produced. Comparative stability in respect to the interest realized on real estate is shown by the group of 96 farms growing late truck and let for half of the crops, 58 per cent of the landlords in this group receiving between 5 and 10 per cent. Sixty per cent of the landlords renting their farms for cash realized an income on their investment in real estate of between 0 and 5 per cent.

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